

Message Text

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71

ACTION AID-59

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 IGA-02 L-03 /094 W

----- 065588

R 201413Z AUG 76

FM AMEMBASSY CAIRO

TO USDOC WASHDC

INFO SECSTATE WASHDC 6253

AMEMBASSY ATHENS

AMEMBASSY LONDON

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E.O. 11652: N/A

TAGS: BEXT EFIN EAID EG

SUBJ: MICROWAVE SYSTEM FOR GREATER CAIRO AREA

REF: A) CAIRO 11095 B) CAIRO 10984 C) STATE 199979 D) CAIRO 9821

E) STATE 151913

1. USAID/CAIRO, AID/W, AND EGYPTIAN TELECOMMUNICATIONS ORGANIZATION (ARETO) HAVE REACHED AGREEMENT CONCERNING RECENT GOE INTERNATIONAL TENDER FOR MICROWAVE EQUIPMENT (SEE REFS). UNDER THIS NEW AGREEMENT, IF U.S. FIRM IS SELECTED, EQUIPMENT PURCHASE CAN BE FINANCED FROM AID PROGRAM LOAN. IN RETURN, GOE HAS AMENDED TENDER TO ELIMINATE BOYCOTT RESTRICTIONS AND WAIVE SUPPLIER'S CREDIT PROCEDURE FOR U.S. FIRMS. THUS, U.S. SUPPLIER WOULD RECEIVE PAYMENT UNDER NORMAL AID PROCEDURES.

2. EMBASSY UNDERSTANDS THREE U.S. FIRMS - COLLINS RADIO, ITT AND MICROWAVE SYSTEMS, INC., ARE PREPARING BID ON TENDER. JAPANESE AND EUROPEAN FIRMS ARE ALSO PLANNING TO BID. AID FINANCING, HOWEVER, MAKES U.S. EQUIPMENT MUCH MORE ATTRACTIVE THAN UNDER ORDINARY FINANCING AND COULD GIVE U.S. INSIDE TRACK IF BIDS SUFFICIENTLY LOW. BELIEVE USDOC SHOULD CONTACT MENTIONED FIRMS AND ANY OTHERS THEY

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FEEL MAY QUALIFY INFORMING THEM OF RECENT CHANGE IN

STATUS OF THIS TENDER. IMPORTANCE OF U.S. LOW BID
SHOULD BE STRESSED AS THIS PURCHASE WILL NO DOUBT
SET PATTERN FOR FUTURE MICROWAVE EXPANSION.
PLEASE ADVISE RESULTS OF USDOC CONTRACTS AND INFORM
EMBASSY/USAID OF ANY FURTHER ASSISTANCE NEEDED.
TENDER DUE DATE IS OCTOBER 28, 1976.

3. FOR LONDON: NEW UNDERSTANDING HAS CHANGED SITUATION
FOR U.S. SUPPLIERS ON THIS PROJECT AS INITIALLY
DESCRIBED REF B. SUGGEST YOU ENCOURAGE INTERESTED
U.S. FIRMS CONTACT USAID/CAIRO OR ARETO FOR DETAILS.
BID DOCUMENTS AVAILABLE A.R.E. EMBASSY WASHINGTON
OR FROM ARETO/CAIRO. SHOULD STRESS TO INTERESTED
COMPANIES THAT EQUIPMENT MUST BE OF U.S. MANUFACTURE
TO QUALIFY FOR AID-CIP FUNDING.
EILTS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MICROWAVE EQUIPMENT, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 20 AUG 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976CAIRO11220
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760320-0537
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760835/aaaabeeu.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AID
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 CAIRO 11095, 76 CAIRO 10984, 76 STATE 199979, 76 CAIRO 9821
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAY 2004 by CollinP0>; APPROVED <03 MAY 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MICROWAVE SYSTEM FOR GREATER CAIRO AREA
TAGS: BEXP, EFIN, EAID, EG, US, ITT, COLLINS RADIO, MICROWAVE SYSTEMS INC
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006